

OFFICE OF THE GOVERNOR
STATE OF MONTANA

BRIAN SCHWEITZER
GOVERNOR




JOHN BOHLINGER
LT. GOVERNOR

MEMO

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LEGISLATIVE
FISCAL ANALYST

DATE: February 24, 2006

TO: Legislative Interim Finance Committee
Legislative Interim Economic Affairs Committee

FROM: Evan Barrett, Chief Business Officer 
Governor's Office of Economic Development

SUBJ: Report on ongoing economic development and marketing/recruitment activities

Attached please find four reports which; taken together, represent a reasonable review of the ongoing activities of the Governor's Office of Economic Development. As you know, we do a certain amount of this work directly, a great deal in conjunction with local government and economic development officials, and a lot with the various departments of State government.

The four reports include the following:

- 2005 State Economic Development Funding for Feasibility Studies (planning)
- 2005 State Economic Development Job Creation Involving State Program Financial Participation (Department of Commerce)
- Governor's Office of Economic Development Project Summary Report – February 2006
- Governor's Office of Economic Development "Market Montana and Business Recruitment" Budget Activity Report – February 2006

Following the last meeting of the Legislative Interim Finance Committee, Senators Laible and Ryan visited with me and asked that I provide the Project Summary Report including explanations for reasons project may not have happened in hopes of determining if some legislative remedy might be helpful. I told them at that time, and it remains so today, which the primary challenges we currently face in recruitment and marketing are the lack of adequate State commitment to workforce training grants and the unavailability of adequate building infrastructure available in a timely manner for prospects. A review of the project reports validates those initial assumptions and both of those issues are on the forefront of our economic development needs as we approach the next Legislature.

I am more than happy to answer specific questions from any member of the Committee.
If you would like me to appear before the Committee I would be glad to do so.

Thank you.

Tap 'er light!

2005 State Economic Development Funding for Feasibility Studies (Planning)

Year	Business Name or Feasibility Study Subject	Location	Recipient Entity
2005	<i>Industrial/Business Park Feasibility Study</i>	Townsend	Broadwater County
2005	<i>Wind Project Feasibility</i>	Chester	The Town of Chester
2005	<i>Stewardship Education and Planning Project</i>	Eureka	The Town of Eureka
2005	<i>Columbia Falls Industrial Park Plan</i>	Columbia Falls	Flathead County
2005	<i>Document Need for Amtrak Passenger Service</i>	Havre	The City of Havre
2005	<i>Hill County Fairgrounds Plan</i>	Havre	Hill County
2005	<i>Western Rural Development Regional Strategy</i>		Lake County
2005	<i>Snowy Mountain Industries Recycling Feasibility Study</i>	Lewistown	The City of Lewistown
2005	<i>Local Cattle Brand Feasibility Study</i>	Ennis	Madison County
2005	<i>Dinosaur Museum Feasibility Study</i>	Malta	The City of Malta
2005	<i>Industrial/Business Park Feasibility Study</i>	White Sulphur Springs	Meagher County
2005	<i>Biotech/Biomedical Enterprise Center Feasibility Study</i>	Hamilton	Ravalli County
2005	<i>Industrial/Business Park Feasibility Study</i>	Shelby	The City of Shelby
2005	<i>Ethanol Feedstock Feasibility Study</i>	Sidney	The City of Sidney
2005	<i>Ethanol Feasibility Study</i>	Glasgow	Valley County
2005	<i>Ethanol and By-products Marketing Study</i>	Rocky Boy's	The Chippewa Cree Tribe
2005	<i>Mitakuye Corporation</i>	Poplar	The Assiniboine-Sioux Tribes
2005	<i>Development Wireless Communication Co.</i>	Lame Deer	The Northern Cheyenne Tribe

2005 State Economic Development Job Creation Involving State Program Financial Participation - Dept. of Commerce

Year	Business Name or Feasibility Study Subject	Location	Recipient Entity	Projected Job Impact					State Program Participation
				Recruitment	Expansion	Retention	Startup	Total	
2005	B&B Mechanical Insulation, LLC	Anaconda	Anaconda-Deer Lodge County		13			13	
2005	A&S Diversified, Inc/Fort Peck Tech Services	Poplar	The City of Poplar		35			35	
2005	Montana Quality Meats	Miles City	Custer County			14	1	15	CDBG Loan & Training Funds
2005	Midway Rental and Power Equipment	Kalispell	Flathead County		18			18	Workforce Training
2005	Rocky Mountain Biologicals	Missoula	Missoula County		15			15	
2005	Intercontinental Truck Body, LLC	Conrad	Pondera County		20			20	CDBG Loan & Training Funds
2005	Sustainable Systems, LLC	Culbertson	Roosevelt County/Culbertson		11	20		31	CDBG Loan & Training Funds
2005	Precision Wood Works, LLC	Noxon	Sanders County		6	8		14	CDBG Loan & Training Funds
2005	Link Communication	Billings	Yellowstone County		14	9		23	CDBG Loan & Training Funds
2005	Intercontinental Truck Body	Conrad			20	10		30	Workforce Investment Act Funds
2005	Pyramid Mountain Lumber	Seeley Lake				8		8	Workforce Investment Act Funds
2005	SRS Crisafulli	Glendive				21		21	Workforce Investment Act Funds
2005	Sustainable Systems LLC	Culbertson				20		20	Workforce Investment Act Funds
2005	Western Dental Arts, Inc.	Billings			4	14		18	Workforce Investment Act Funds
2005	Centene Corporation	Great Falls		80				80	State Workforce Training Funds
2005	Bresnan Communications	Billings			96			96	State Workforce Training Funds
2005	Montana Resources Inc.	Butte					195	195	State Workforce Training Funds
2005	PrintingForLess.com	Livingston			26			26	State Workforce Training Funds
2005	Qwest	Helena			37			37	State Workforce Training Funds
2005	AvMax - Western Avionics	Great Falls		70				70	Work Force Training \$, Possible Economic Development Trust Fund and Board of Investment Infrastructure program
2005	SeaCast	Butte		40				40	Workforce Training, BOI Infrastructure Program
2005	DirectTV	Missoula		800				800	Workforce Training, Economic Development Trust Fund, BOI Infrastructure Program
2005	Basin Creek Electric	Butte					12	12	Financial structuring
2004	International Malting Co. Great Falls	Great Falls		35				35	CDBG Infrastructure Funding, BOI Infrastructure/equipment/value added construction/long term financing
TOTALS				1025	315	124	208	1672	

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

PROJECT SUMMARY

FEBRUARY 2006

Successful projects are referred to by the company's name; unsuccessful projects and active projects are generally referred to without the specific company's name. The Office of Economic Development works on many types of projects, but in almost all cases, works in coordination with local officials and local economic development organizations in addition to playing a coordinating role with any state agencies involved. Community development-type projects which do not have specific job creation are not included in this list.

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Site Selection Group	Aerial Refueling Tanker Production	X			X		1150		X
Description		Current Status – Unsuccessful							
\$600 million manufacturing facility to construct airbus for USAF.		After review site requirements precluded an application from Montana.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Staubach Site Selection Group	Call Center	X			X		300		X
Description		Current Status – Unsuccessful							
Incoming Call Center - \$12.12/per job plus benefits – company wants a “plug and play” building as they need to get going ASAP.		Project did not locate in Montana as a building with their requirements was not available within their timeframe.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Mine Retention/Expansion	Gold, Lead, and Zinc Mine		X	X			240		
Description		Current Status – Active Project							
The mine has been in continuous operation for nearly 19 years and the current operating plan will provide sufficient ore to continue operations into late 2007. In October the Mine laid off 108 employees because the north facing side of the pit and road failed and fell into the pit. They are working with GOED to secure financing to repair the pit wall and road so they can continue mining. After they have secured the funds to repair the damage they will continue to pursue the expansion to the north. The expansion would extend mine operations into 2011		Working with the company and local economic development folks on finance package to repair and reopen the mine, then we will begin working on the expansion.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Precision Woodworks	Doug Buckner		X - 4	X - 6			10	X	
Description		Current Status – Successfully Completed							
Cabinet manufacturing company – he and his wife work in Idaho and they were considering moving their company to Idaho if they couldn't find competitive programs to keep them in Montana.		Received \$195K in CDBG economic development financing at 2% for the retention and expansion of their business which stayed in Noxon and increased employment because of the State's assistance.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Montola Growers	Oil Seed processing and feed company		X	X			31	X	
Description		Current Status – Successful							
Company was facing large debt and a EPA order to install \$2 million in pollution abatement equipment to facility – Sheridan Electric Coop previously financed the operations and they wanted to sell it or they will be forced to close it down.		\$800,000 of CDBG funds, BOI Value Added funds, Growth Thru Ag grant funds, as well as our office found a buyer for the plant -- Sustainable Solutions.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Sustainable Systems/Montola	Oil Seed Processing Plant		x				20		
Description		Current Status – Active Project							
Expand current oil seed processing plant to include biodiesel facility		Approximately an \$18 million project. GOED is working with company on the financial package both on the equity acquisition side and the debt side.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Custom Packaging Options	Custom packaging, shopping and mailing products in Missoula			X			2	X	
Description		Current Status – Successfully completed							
Company leased and renovated small manufacturing space. One week away from opening the local building inspector would not issue a permit to proceed because the building did not have a 3-hour firewall. Cost of firewall is \$25,000 and business could not afford it.		GOED contacted LDO and offered assistance – suggested that landlord bear the cost of firewall upfront and pass on cost to lessee over term of lease. Lessor did pay costs of renovation an company stayed in business.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
350 Seat Call Center	Call Center	X			X		350		X
Description		Current Status – Unsuccessful							
Required 30,000 to 40,000 sq. ft. plug and play facility in move in ready condition (complete turnkey facility with furniture/phones/fixtures plus telecommunications infrastructure. \$8.50 to \$9.00/hour wages.		Did not locate in Montana because a building meeting their specifications was not available at a cost and timeframe to meet their requirements.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Small Jet Manufacturing Center	Aircraft manufacturing	X					600		X
Description		Current Status- Unsuccessful							
The project was projected to employ up to 600 people with an average salary of \$40,000/yr. The total capital expenditure is over \$65 million.		Lead came from Butte Local Development. GOED assisted in the proposed incentive package. The company did not locate the center in Montana.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Aquila Vision	High Tech Company		X	X			6	Pending	
Description		Current Status- Active project							
Missoula based company that uses advanced remote sensing technology to identify noxious weeds and their growth patterns.		Assisting them in securing contracts with Federal and StateGovernment.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
SeaCast	Metal Fabrication Facility	X			X		60	X	
Description		Current Status – Successful							
Metal fabrication facility located in Butte in the tax increment district		Assisted in the development of a financial package including \$4.5 million in financing from the Butte TIFID and MBOI infrastructure program to pay for eligible manufacturing facility infrastructure.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Lumber Mill	Manufacturing			X			90		X
Description		Current Status – Unsuccessful							
Retention of mill in Eureka – found a potential buyer, developed a financial package.		The seller and buyer could not agree on a purchase price for the facility.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Software Company	IT Company	X			X			X	
Description		Current Status – Active Project							
Seattle base software and services company starting a center in Flathead County.		Assisting local development organization in developing a financial and incentive package for their recruitment.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Researches, manufactures, and sells environmentally friendly chemicals	Manufacturing Company	X					40-100		X
Description		Current Status – Unsuccessful							
Canadian Company wanted to renovate an existing 100,000 sq. ft. building somewhere in Montana.		Sent request out to all local development organizations and received 5 responses. Worked with each organization to develop State incentives and loan packages. Company did not locate in Montana because they were purchased by another Canadian company and stayed in Canada.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Emerald Biology	Fungus Manufacturer			X			6	X	
Description		Current Status - Successful							
Current management of company is in negotiations with a Chilean company for its sale. Employees are concerned that this operation will be closed.		Met with employees and management and assisted in an employee purchase of this company.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Retail Food Manufacturer	Retail food manufacturer				X		20-40		
Description		Current Status – Active Project							
Primary product is a line of meat-based chili, stew, and kabobs for retail and food service customers. They have raised some equity and are looking for additional financing.		Worked with Department of Commerce to develop a financing scenario for the project that might include CDBG, MBOI and equity financing. Waiting on the company to decide how they want to proceed with the finance package. Company is short some equity.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Employment Screening Company	Service Company	X					200		X
Description		Current Status - Unsuccessful							
Leading employment screening company providing background investigations and substance abuse screening for major North American and global corporations.		GOED sent RFP to 7 large Montana communities per company's request, and assisted in the financial incentive response to the company. Company located in South Dakota, however, they are still considering a Montana location should they need a facility in the near future.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Salt Lake Wind Machine Developer	Wind Generation Project	X						X	
Description		Current Status – Active project							
Developed a wind machine that can store short term power during times when wind is too slow for the production of electrical power, and a unique “windmill” design that is more efficient. The unit has the ability to slow itself down and can also electronically be stored in its tower in harsh weather conditions.		Put developer in contact with Paul Williamson at UM COT. Company located in Missoula. GOED continues to work with the developer to secure research funding. He will submit a proposal to the State's Research and Commercialization program.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Incinerator Project	Hazardous waste disposal facility				X				
Description		Current Status – Active project							
Facilitated a partnership between a Montana company with an incinerator and a company who has access to federal CFC's that need to be disposed of.		Assisting both firms in securing a federal DOD contract. Also working with local development corporation to secure CDBG planning funds, EDA planning funds and RD planning funds.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Industrial rubber lining company	Manufacturing Facility	X					90		X
Description		Current Status – Unsuccessful							
This company specializes in rubber lined pipe and equipment for the mining, power, and other heavy industries.		Assisting in the financing package and site selection. Company appears to have expanded at their existing location.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Oilseed Lubricant Company	Biodiesel plant	X			X		10-40		
Description		Current Status – Active Project							
R&D company from Colorado that develops and markets various lubricant products – motor oils, 2 cycl3e, hydraulic, canola-based oils. They are looking at Havre and are working with the local development organization and GOED. \$5-7 million for construction of pilot plant – 10-40 quality jobs initially with the potential of 125.		Developed financial package which includes MBOI value added loan funds. Encouraged company to apply for Growth thru Ag and Research and Commercialization grant funds. They have selected Havre as their site, however, they are still firming up their equity.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Small pork production facility	Manufacturing Facility		x		X		20		
Description		Current Status – Active Project							
Expand production facility in Butte to process 10,000 sows/year from Hutterite Colonies which would include a sausage making facility at the site. Project is \$250,000 and would employ up to 20 people.		Looking at CDBG, RBEG or Growth thru Ag funds for a feasibility study and business plan. Working with local development to develop a financial package.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Poultry Production Facility	Manufacturing Facility				X		50		
Description		Current Status – Active Project							
Develop a poultry production facility at Butte TIFID using Hutterite Colony poultry.		Looking at CDBG, RBEG or Growth thru Ag funds for a feasibility study and business plan. Working with local development to develop a financial package.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
DC Software Company	IT Company	X					30		
Description		Current Status – Active Project							
Software company from Washington DC with development activities in Alberta Canada. They have developed a software program that has the ability to redact selective sensitive information from any type of document. They would employ 30 software engineers and are looking at Missoula. They need \$5 million in working capital.		Working with local development organization to develop a financial package. They are working with a local bank to apply for Rural Development loan guaranty funds. The company may need to acquire some equity financing to make the loan package work.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Fiber and Structural Materials Developer	Manufacturing	X			X		4		
Description		Current Status – Active Project							
Company wants to locate a fiber and structural materials facility in Butte.		Product still needs some assistance in getting it to commercialization. Encouraged them to apply for Research and Commercialization funds. Working with local development organization in developing a financial package that might include CDBG assistance.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
International Truck Body	Manufacturing		X				30	X	
Description		Current Status - Successful							
Manufacturer of truck bodies for the air force (\$25 million contract). They will expand their plant in Conrad.		Worked with local development folks to develop a financial and incentive package that included a \$400,000 CDBG ED grant and \$150,000 in workforce training funds.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Project Sunray	Manufacturing	X					450		X
Description		Current Status - Unsuccessful							
Sent project request for proposals to all local development organizations in the State. Kalispell and Butte submitted proposals.		Company did not choose Montana. They received 160 proposals nation wide and Montana was not in the top ten. Company was looking for cash up front – states that were willing to pay site development costs, refundable tax credits. They were not interested in regular tax credits. Certified shovel ready industrial sites make a difference in the screening process. Also, it is critical that community wants the project and that they will do whatever they can to streamline the permitting phase.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Farmer's Elevator	Grain Elevator	X					10		
Description		Current Status – Active Project							
Grain elevator company in Westby Montana and Fortuna and Ambrose North Dakota looking at an expansion in Eastern Montana (Wolf Point). The expansion will be between \$4-6 million.		Working with local development organization and suggested funding and incentive scenario that might include forming a TIFID and MBOI financing and CDBG financing.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Medical company	Manufacturing				X		20		
Description		Current Status – Active Project							
Company developed an infrared process to look through human skin to better identify veins in order to draw blood and inset IV's more efficiently. Located in Bozeman. They submitted a Research and Commercialization application for \$160,000 (their product is very close to clinical trials) but they did not receive the grant.		Still trying to secure equity financing. Encouraged them to resubmit an application to Research and Commercialization program. Also assisting them with contacts and equity infusion.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Cabinet Company	Manufacturing	X					200		X
Description		Current Status – Unsuccessful							
GOED found out that this company was having problems in finalizing their site selection contract with Utah.		Governor placed a call to the president of the fortune 500 company to talk about a facility in Montana. Company stated that they were too far along in the site selection to Utah, but were impressed with the State of Montana's package and the call from the Governor.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Medical Billing Facility	Service Company		X	X			50-100		
Description		Current Status – Active Project							
Medical transcription facility in Dillon was purchased by a Texas company that is thinking about moving the operations to Texas. If they stay in Dillon they would like to expand their operations to a larger facility, however, Dillon has IT infrastructure problems.		Working with Dillon officials to secure a CDBG ED grant and EDA infrastructure grant to bring the needed IT infrastructure to the site.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Bison production facility	Manufacturing		X	X			10		
Description		Current Status – Active Project							
A buffalo ranch in Judith Gap is having a difficult time finding financing for expansion of his operations from 1000 buffalo to 4000/year. He brings his buffalo to the Butte processing plant.		Worked with grower to identify funds. Suggested Growth thru Ag grants, BOI value added funds, and local development loan opportunities.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Electronic Media Storage Company	IT Company	X					100		
Description		Current Status – Active Project							
Electronic storage media that can be applied to office uses, and are in the process of acquiring product from united Kingdom to sell products through Office Max and Staples. The company is locating in Butte at the TIFID. They need a \$100,000 sq. foot facility. Total project is \$5 million.		Working with local development organization and suggested funding scenario that might include MBOI value added funds, CDBG workforce training and ED funds.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Distribution Warehouse	Distribution Warehouse	X					600		
Description		Current Status – Active Project							
Fortune 500 company looking to locate a new facility in northwest. They were sent information on Kalispell, Great Falls, Bozeman, Missoula, Helena, Butte and Billings.		Company's expansion plans are on hold at this time.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Call Center	Call Center	X					400		X
Description		Current Status - Unsuccessful							
Incoming call center looking for 40,000 sq. feet plug and play facility. Labor force that would support 400-500 employees. Sent RFP to Kalispell, Great Falls, Bozeman, Missoula, Helena, Butte and Billings.		Did not locate in Montana because they couldn't find a building that was suitable in their six month time frame.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Twin Bridges Children's Center						X			
Description		Current Status – Active Project							
Discussed potential uses for the facility as well as possible sources of funding.		Continue to work with new owner to develop ways to use the property and funding scenarios.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Agricultural Hay Hauling Device	Manufacturing				X				X
Description		Current Status – Unsuccessful							
Product is a 4-wheel drive truck that picks up large bales. Needs \$2.1 million to build a manufacturing facility that would employ 20 people.		Company was unable to secure any debt financing as it lacked equity. Company was unable to obtain any equity funding.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Engineering Design Center	Service	X					40		
Description		Current Status - Active							
Company looking at Bozeman and Butte because of colleges. They initially need 6,000 sq. foot facility and want a best and final offer from both communities.		RFP's were submitted to company – that included an incentive package from State with job training funds -- waiting on a response from Company.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Biometric Company	High Tech Manufacturing				X				
Description		Current Status – Active Project							
Biometric method of confirming the ID and authenticity of a user's bank card, identification card, pass port, etc.		Working with company to find equity funding. Suggested pursuing Research and Commercialization program to advance technology.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Montana Branded Beef	Beef Coop		X						
Description		Current Status – Active Project							
Cattle rancher trying to develop a beef product to be sold at a premium.		Assisting them in increasing their coop membership and funding a business plan.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Wildfire Defense Company	Service			X					X
Description		Current Status – Unsuccessful							
A nitrous fire defense system that dispenses a fire repellant gel to protect buildings from forest fires. Company was looking for a grant or earmark from the federal government to place the fire protection system on historic buildings in Glacier and Yellowstone national parks.		Failed to receive a federal earmark.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Biodiesel facility	Biodiesel facility				X				
Description		Current Status - Active Project							
A group of farmers and ranchers interested in starting a biodiesel refinery		With GOED help they acquired a Growth thru Ag grant for a feasibility study. Study is complete and they are proceeding with finding funding for the project.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Cattle Ranch	Agriculture			X					X
Description		Current Status – Unsuccessful							
Needed to get workers compensation reclassified or they would have to close the ranch.		Unsuccessful in getting workers comp reclassified due to past injuries.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Product Distributor by Rail	Distribution			X			6		X
Description		Current Status – Unsuccessful							
Company shipping material out of Montana to the east by rail needed to improve their shipping rates and service.		Failed to find a working solution to their problem of shipping more cargo by rail at complete rates.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Panterra Minerals	Manufacturing	X			X		20	X	
Description		Current Status – Successful Active Project							
Fertilizer manufacturing company locating in Butte TIFID.		Helping them develop market in China. Assisted local development organization in developing the financing scenario that might include CDBG ED financing of up to \$400,000.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
1500 Mega Watt IGCC power plant	Power Plant				X		70		
Description		Current Status – Active Project							
		Project pending financing – GOED is working on all stages of project development.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Software Company	IT Company		X				20		
Description		Current Status – Active Project							
Marketing assistance and they need a loan of \$100,000.		Working with Great Northern Development Corporation and Two Rivers Growth to help company acquire financing and marketing assistance.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Intranet developer and service provider	Communications	X					20		X
Description		Current Status – Unsuccessful							
Existing 5 year old Washington State company interested in locating a satellite office in Bozeman. Needs \$500,000 in financing.		Company did not locate in Montana.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Wind Generation Facility	Wind Generation Facility near Glasgow				X		5-15		
Description		Current Status – Active Project							
First phase 50 mgw buildt out to 400 mgw.		Needs \$500,000 from the state on a revolving loan primarily for indication of State's support for the project. Working with local development organization to consider MBOI programs as a loan source for the company. Project is still in the permitting stage.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Resort	Tourism				X				
Description		Current Status – Active Project							
Development of a major resort near Missoula.		Project is in early concept stage, and the developer's are working to obtain public support for the project, as well as some federal permitting.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Construction Company	Construction Company	X					25		
Description		Current Status – Active Project							
California construction company working with local economic development group in Billings to relocate their company here and re-staff.		Still pending – working with local development organization to identify funds for the move.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Specialty golf Club Manufacturer	Manufacturing	X							
Description		Current Status – Active Project							
California golf club manufacturer specializing in junior and women's clubs is working with local development group to locate it's plant in Billings.		Company will visit Billings in May. GPOD will work with local development organization to identify incentives and financing scenario.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Montana Alberta Tie LTD	Electric Transmission Line				X				
Description		Current Status – Active Project							
Canadian company is proposing to build a 230 kv transmission line from Lethbridge to Great Falls.		Financing for this line is in place and it will commence once they have sold about ½ of the line's capacity to generators. They are in the permitting phase and hope to start construction by summer or fall of 2006.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Northern Lights Transmission	Electric Transmission Line company				X				
Description		Current Status - Active Project							
DC power line originating in Montana and going to Southern Nevada and or Southern California		GOED is working with the company to develop a multi state MOU.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Software Company	Communications		X				33-46		
Description		Current Status							
Missoula company offers software products that would enable emergency communications to be disseminated to any type of communication device		Facilitated meeting with Company to present demonstration project with the Montana Department of Corrections.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Food production facility	Manufacturing		X						
Description		Current Status – Active project							
Lefse manufacturing company wants to expand their operations. Business operates out of a residential garage and they want to expand to a new facility. Estimated cost of the expansion is \$400,000.		Worked with local development organization to identify sources of funding, recommended the USDA REDLG program.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Energy and Environmental Research Center	Engineering and Scientific Research Firm	X							X
Description		Current Status – Unsuccessful							
This company operates a research center that employs 300 people at the University of North Dakota in Grand Forks.		Company wants \$1 million cash incentives to provide a building for free to attract the company. This type of incentive is not available so company did not locate here.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Film Production Company	Film Production Company	X					?		
Description		Current Status – Active Project							
A California company is considering a film production in Eureka.		Spoke to them about the State's film incentive and federal film incentives. Company plans to film this summer in Eureka.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Rocky Boy's Ethanol Project	Ethanol Project				X		45		
Description		Current Status – Active Project							
National Tribal Development Association (NTDA) project developer for 40-60 million gallons/year dry mill production ethanol plant located on the Chippewa Cree reservation.		Tribe completed feasibility study with BBI International Consulting; they have also started a business plan. Department of Commerce funded \$50,000 for the business and marketing plans.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Little Rockies Meat Packaing	Meat processing		X				15		
Description		Current Status – Active Project							
Fort Belknap meat packing company expansion. Current plant on the reservation employs 20. New smokehouse to be developed.		Tribe is in the process of developing the smokehouse with USDA funding and Department of Commerce has funded \$50,000 to hire a general manager to develop a marketing strategy.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Telecommunications company	Wireless Telecommunications				X		25		
Description		Current Status – Active Project							
Northern Cheyenne Tribe developing a wireless telecommunications company – tribally owned/operated on the reservation.		Department of Commerce funded \$50,000 to complete feasibility study.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Mitakuye Corporation	Network holding oompany		X				20		
Description		Current Status – Active Project							
Assiniboine and Sioux Tribes (Fort Peck) a Tribal Network holding company to incorporate existing manufacturing and information technology Tribal businesses.		Business and marketing plan started with funding from Department of Commerce. Local planning team assembled/operating.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Flathead Tribal Stickers Plant	Value-added wood products		X				10		
Description		Current Status – Active Project							
The Confederated Salish & Kootenai Tribes will expand their Flathead Tribal Stickers Plant.		Commerce funded \$50,000 to diversify operations by purchasing equipment to expand into new markets.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Tribal Capitol/Visitors Center	Tourism				X		10		
Description		Current Status – Active Project							
Little Shell Tribe to develop a Tribal Capitol and Visitors Center on land north of Great Falls.		Tribe applied for \$50,000 from Department of Commerce to fund a feasibility study and business plan.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Call Center	Call Center	X			X		50		
Description		Current Status – Active Project							
Develop call center to be located on reservation. Could grow to 250 jobs.		Set up site reservation visit with Tribe and developers. Developers are investigating the capital requirements for the facility.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Telecommunications	Telecommunications				X		10		
Description		Current Status – Active Project							
Tribal/private fiber optic telecommunications project. Opportunity for Tribe to own/operate project after five years,		Proposal developed. Developing funding strategy.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Native American Electronics Firm	Electronics manufacturing			x			100		
Description		Current Status – Active Project							
Seeking to secure funding to retain electronics manufacturing business. Majority of their work is through federal contracts.		Met with GOED, Commerce and Federal folks to develop a funding strategy. GOED working with Tribe to explore other funding opportunities.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Northern Cheyenne Tribe	Otter Creek Impact Study				X		5		
Description		Current Status – Active Project							
Tribe proposes to evaluate the impacts of the development of the Otter Creek coal tracts. Study estimate of completion would be 6 months.		Tribe sent proposal to Governor's Office for consideration of \$100,000 in funding.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Native American Distribution Warehouse	Appliance distributors		X				10		
Description		Current Status – Active Project							
Native American owned distribution warehouse looking at providing food distribution centers for food banks.		Working with company to identify a potential partnership.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Boot and Shoe company	Manufacturing		X				50		
Description		Current Status – Active Project							
Company looking at locating a boot and shoe manufacturing facility on a reservation.		Coordinated meeting with the GOED and company and Tribes.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Shelby Pork Project	Pork Processing Facility				X		200		
Description		Current Status – Active Project							
GOED worked with Hutterites to develop a pork processing facility in Montana. Shelby is strategically located for the project.		Working with Shelby Port Authority to submit a Growth Thru Ag grant for a feasibility study and business plan for the project.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Great Falls Power Plant	Energy						250		
Description		Current Status – Active Project							
Great Falls Power Plant		GOED working with company which is currently seeking MDEQ air quality permitting.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Direct TV	Telecommunications						800	x	
Description		Current Status – Successful							
Recruitment of Direct TV to Missoula		Assisted in financial package; MBOI infrastructure loan, Department of Commerce job training funds.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Software Company	IT		X				20		
Description		Current Status – Active Project							
Software company needing marketing assistance and a loan of \$100,000		Worked with local development organizations in Glasgow to identify a source of funds for the marketing efforts – which would be a loan, but the company is not in a position to borrow at this time.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Solid waste recovery plant	Energy Development	X					70		
Description		Current Status – Active Project							
		Project pending financing. Due diligence included an MDEQ visit to similar plant in Mexico on 2/8/06							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Wireless telecom company	Communication		X						
Description		Current Status – Active Project							
Company wants to expand their operations.		Working with local development organization and with MBOI on financing assistance.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Coal to Liquids Plant	Energy	X							
Description		Current Status – Active Project							
		Review multiple options for a pilot scale facility							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Miles City Ethanol Plant	Ethanol Plant				X		30		
Description		Current Status – Active Project							
Assist in the development of an ethanol plant in Miles City.		The developer's are seeking investors, they have selected the site, and are speaking with state officials regarding permitting.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Hardin Ethanol Plant	Ethanol Plant				X				
Description		Current Status – Active Project							
Developers have selected a site in Hardin for the plant.		Assisting the developers in finding investors and with debt financing.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Industrial Dairies for Eastern Montana	Agricultural	X	X		X				
Description		Current Status – Active Project							
Developing contacts with California dairies who might be interested in starting facilities in Eastern Montana.		State Commerce employee joined with private consultant in visiting potential dairy relocations from California. Follow up is being pursued.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Noxon Power Plant	Energy			X					
Description		Current Status – Active Project							
The Noxon power plant was forced to close due to environmental issues.		Seeking DEQ permit modification --- GOED continues to monitor the situation.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Dillon tungsten and garnet tailings recover project	Mine				X		15		
Description		Current Status							
Recovering tungsten and garnet tailings from a previously mined area		Seeking DEQ permits – GOED is monitoring the process							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Montanore Mine	Mine	X			X		500		
Description		Current Status – Active Project							
Start up of underground silver mine.		They are obtaining their DEQ permits – GOED has spent and continues to spend considerable time with the mine folks and DEQ to help them through the permitting process.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Wildland Urban interface logging and sawmill project	Logging				X		175		
Description		Current Status – Active Project							
Sawmill in Libby and logging in Kootenai Forrest.		Working with local development organizations and environmental groups to move the project forward.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Outsourcing Solutions, Inc.	Medical Transcription Company	X					100		X
Description		Current Status - Unsuccessful							
Florida company looking at placing a center in Great Falls Montana.		Montana was unable to compete with Oklahoma's incentive package of \$1.9 million because their was not enough funds left in the State's Workforce Training programs.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Bull Mountain Power Plant	Energy Production				X		100		
Description		Current Status - Active Project							
Currently, permitted power plant for 700 mega watts of production,		GOED working with company to secure financing, rights of way, and other needed elements to bring plant to construction phase.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Nelson Creek	Coal Mining and Energy Production				X		?		
Description		Current Status - Active Project							
Potential coal mine development with mine mouth power plant production.		GOED working with company to advance mine and plant development including financing permitting, etc.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Avmax	Aviation and Avionics repair facility	X					75	x	
Description		Current Status - Successful Project							
Canadian company seeking to expand into United States market for aviation repair activity. Work with most major airlines.		GOED worked with local development officials in Great Falls. BOI infrastructure loan program and Commerce workforce development programs provided financial assistance for the recruitment.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Oil Field Service Company	Service		X 30	X 80			110		
Description		Current Status - Active Project							
Company currently operating in Montana with Canadian parent. Seeks expansion of United States activities possible locations for expansion are Montana and North Dakota.		GOED worked with local community leaders and economic development organization to secure appropriate site and financing for the expansion and retention of the company.							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Description		Current Status							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Description		Current Status							

Company or Project Name	Type of Business or Project	Recruit	Expand	Retain	Start	Other	Jobs	Successful	Unsuccessful
Description		Current Status							

Governor's Office of Economic Opportunity
Market Montana and Business Recruitment Budget Activity
Overall Target: 750 new jobs from Marketing and Recruitment Activity

Item	Budget Amount	Amount Spent	Purpose	Measurement	Achievement
Personnel Services (salary, benefits and health insurance)	\$48,154	\$22,320	Adam DeYong, Full-time Economic Development Specialist	Employee hired and working	Employee hired and working
Postage and Mailings	\$10,000	0	Send recruitment message to targeted audiences	Measure responses to mailings	No mailings have been sent at this time as we are waiting for the new marketing material to be completed
Telecommunications	\$6,000	\$2,138	Telephone usage for marketing purposes	Ongoing monthly expenses	Ongoing monthly expenses
Web Site Activity	\$105,000	0	<ol style="list-style-type: none"> Updating and maintenance of web site: \$25,000 Development of new web portal – The Montana Means Business Economic Development web portal for use by all economic development entities in Montana as part of their marketing and recruitment efforts: \$70,000, plus training of local economic development personnel to use web portal: \$10,000. 	<ol style="list-style-type: none"> Deployment of new updated website; measurement of hits and resulting inquiries. Deployment of web portal. Measure functionality, relevance and results from local and regional economic development practitioners. 	<ol style="list-style-type: none"> New content has been written by GOEO staff and redesign has been completed. Information Technology Services Division is currently working on implementing the updates. We expect deployment of the new web site to be completed no later than March 1, 2006; earlier if possible. Bid was awarded and GCS of Missoula has met with staff and has begun work. A “first viewing” should be ready by April 1st.
Travel/Meals and Rooms	\$102,500	\$6,382	<ol style="list-style-type: none"> In-state \$10,000 Out of state (10 visitations per year) Overseas Missions (2 overseas visitations per year) Creation of Montana Ambassador Chapters (3 chapters created each year) 	<ol style="list-style-type: none"> Visit every local development organization in the state to determine their structure, programs, capacity and project needs. Make personal out-of-state visitations on behalf of local community recruitment efforts. Bring Montanans back home with businesses and jobs. 	<ol style="list-style-type: none"> Visited 87 local and tribal economic development organizations. Trip to Denmark to establish relationship with Danish Crown Pork Producers for Montana Pork Production project recruitment which is still pending. Created Seattle Ambassador Chapter. Denver Ambassador Meetings scheduled for March 4, 2006.

Trade Show Activity	\$42,500	\$13,842	<p>4 major trade shows annually) as follows:</p> <ol style="list-style-type: none"> 1. Tradeshow materials for distribution \$8,000 each year 2. Tradeshow travel and expenses \$10,000 each year 3. Tradeshow booth preparation and shipping \$4,500 in FY 06 (upgrade to booth and shipping) and \$2,000 in FY 07 (shipping only) 4. Booth space rental (\$5,000 per show for 4 shows per year) \$20,000 per year 	<ol style="list-style-type: none"> 1. Measure the number of local development corporations who participate under the State's sponsorship in various trade shows. 2. Record number of contacts made at trade shows and categorize them appropriately. 3. Determine marketing success after follow-up contact has been made. 	<p>1. Attended CoreNet Corporate and Industrial Site Selectors Trade Show in Las Vegas in October. Kalispell, Great Falls, and Butte-Silver Bow took advantage of Montana's sponsorship and attended the conference. BSNF and CTA Architects also attended. Total individuals spoken with at the conference were 550. Active contact was made with two major site selection firms (one of which requested Montana communities complete RFP for semiconductor manufacturing plant - 25 other states received the same request. In October, requests were sent to all Local Development Organizations in the State; two proposals were received which were sent to the site selector. No action has been taken to date by site selector. Follow up is being made with 7 other site selection firms and organizations. Current Tradeshow booth is outdated and the photograph of the governor needs to be changed from former Governor Martz to Governor Schweitzer. It will also need to be redesigned to coordinate with the new marketing material being produced by Ginger Bee Creative. An RFP for this activity is being drafted and cost will be determined. March 2006 completion.</p>
Promotional Materials	\$31,500	\$22,746	<ol style="list-style-type: none"> 1. Redesign and produce brochures (10,000) special ambassador recruitment brochures (5,000) letterhead, business cards, envelopes and miscellaneous material. 	<p>The measurement will be in overall responses to the marketing material and website, etc.</p> <p>.</p>	<p>GOEO contracted with Ginger Bee Creative to create a marketing brochure and office letterhead and envelopes to match. Total Production Cost is \$14,316.00, but it does not include the cost of printing the brochure, letterhead and envelopes, which will be done through Print & Mail Services through the Department of Administration once the design is complete. Final meeting to review material on 2/24/06.</p>